



What do they
Teach at B-schools
&
What after MBA ?

Major Specialisations

- Marketing
- Finance
- HR
- Systems
- Operations

Course Structure

Core Courses

- almost all first year courses are core courses

Elective Courses

- Wide range of courses offered in various functional areas

Marketing

- Brand / Product Management
- Sales & Distribution Management
- Business marketing
- Consumer Behavior
- Marketing Research
- International Marketing
- Advertising
- Customer Relationship Management

Careers in Marketing

- Brand / Product Manager
- Area Sales Manager
- Marketing Research Manager
- Merchandising & Promotions Manager
- Key Account Manager
- Advertising / Media Planning Manager

Finance

- Futures, Options & Derivatives
- International Finance
- Investment Analysis & Portfolio Management
- Business Valuation
- Fixed Income Markets
- Insurance Business Management
- Risk Assessment / Modelling

Careers in Finance

- Investment Banking
- Corporate Banking
- Retail Banking
- Corporate Finance / Commercial
- Risk Assessment
- HNW Client Management

Systems

- Business Data Mining
- E-Commerce
- Software Project Management
- Information Security
- Networks & Internet
- ERP Systems
- Database Management Systems

Careers in Systems

- ERP Consultant
- Business Analyst
- Project Manager
- Security Management
- Business Development

HR

- Organisation Structure & Design
- Career & Potential Management
- Cross-cultural Management
- Change Management
- Recruitment & Selection
- Compensation Management
- Team-building
- Training & Development

Careers in HR

- Recruitment
- Compensation Management
- Unit HR Head
- Training & Talent management
- Business Restructuring
- Capability / Potential Assessment

Operations

- Logistics Management
- Materials Management
- Project Management
- Quality Management
- Supply Chain Management
- E-procurement
- Global Purchasing and Supply Chain
- Maintenance Management
- Modeling in SCM

Careers in Operations

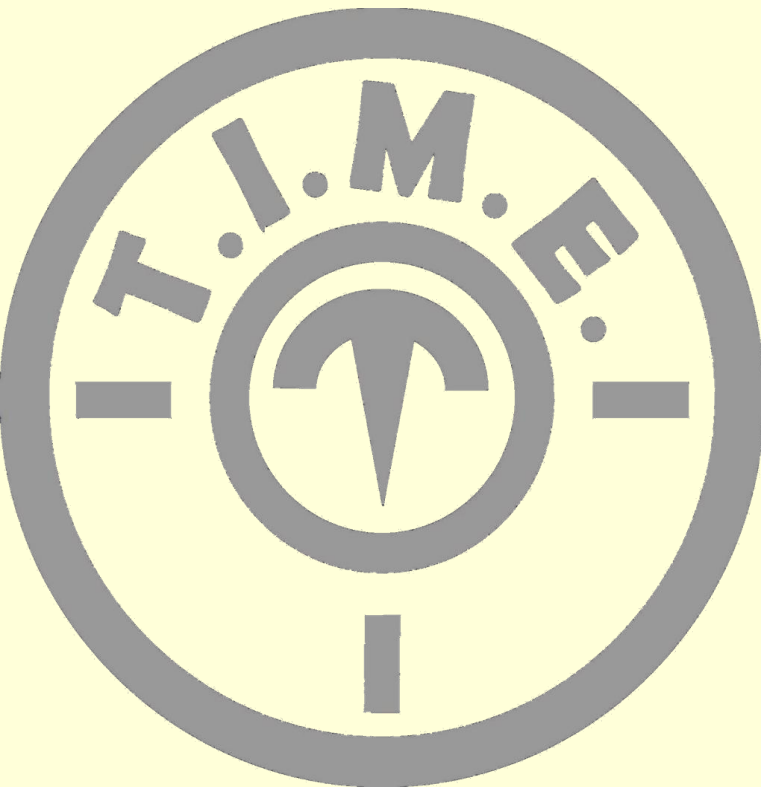
- Operations / Manufacturing
- Materials
- Projects
- Logistics
- Inventory Management
- Third-party / outsource operations

How's life at top B-schools

- Tough (at least in the first few months)
- Rat Race
- Huge Opportunities to learn
- Not all professors are brilliant!
- Most students are as bright as you guys!
- You have great fun!

Links for further readings

- Marketing - <https://goo.gl/ZE5Ryc>
- HRM - <https://goo.gl/iELsyi>
- Finance - <https://goo.gl/UpRffV>
- Investment Banking - <https://goo.gl/SbAO7E>
- Consulting - <https://goo.gl/HHUcZ3>
- Pharma Sector - <https://goo.gl/2aWKFu>
- Supply Chain Management - <https://goo.gl/pWihck>



Thanks!
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For any assistance, please contact
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